

Message Text

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PAGE 01 MOSCOW 11244 171620Z

43

ACTION COME-00

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC IMMEDIATE 2125

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E.O. 11652: N/A

TAGS: BDIS, UR

SUBJ: LASALLE MACHINE TOOL DISPUTE WITH STANKOIMPORT

REF: STATE 182173; MOSCOW 10987 AND PREVIOUS

1. EMBASSY OFFICER TALKED WITH G. G. IGNAT'YEV, VICE PRESIDENT, AND I. I. PEVNEV, SECTION DIRECTOR OF STANKO-IMPORT EARLY MORNING SEPTEMBER 17 ON LASALLE CASE. NOTED TIME OF DELIVERY OF SHIPPING DOCUMENTS AS OUTLINED STATE REFTEL AND THAT LASALLE EXPECTS FULL PAYMENT FIFTEEN DAYS AFTER RECEIPT AS EXPRESSED IN CONTRACT. AGAIN POINTED OUT FINANCIAL DIFFICULTIES WHICH COMPANY WOULD UNDERGO IF PAYMENT NOT MADE, AND UNFORTUNATE PUBLICITY WHICH MIGHT RESULT.

2. IGNAT'YEV REITERATED LINE TAKEN EARLIER BY STANKOIMPORT PRESIDENT I. M. MASLOV THAT NO MONEY AVAILABLE UNTIL JANUARY 1, 1974, THAT EARLIER PAYMENT FOR LASALLE HAD NOT BEEN PLANNED. ALSO ADDED THAT STANKOIMPORT CURRENTLY FACED WITH "VERY UNUSUAL SITUATION" IN WHICH SEVERAL DIFFERENT FOREIGN FIRMS MAKING EARLY DELIVERIES OF MACHINE BOOLS AND EQUIPMENT AND REQUESTING IMMEDIATE PAYMENT.

3. EMBASSY OFFICER SUGGESTED STANKOIMPORT MAKE SPECIAL APPEAL TO VNESHTORGBANK REQUESTING EXTRAORDINARY ALLOCATION OF HARD CURRENCY FUNDS NECESSARY FOR PAYMENT OF LASALLE DRAFT, IN VIEW OF UNFORTUNATE IMPACT NON-PAYMENT MIGHT

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PAGE 02 MOSCOW 11244 171620Z

HAVE ON DEVELOPING STATE OF SOVIET-US ECONOMIC RELATIONS.

NOTED NUMBER OF VERY LARGE SOVIET-US CONTRACTS NOW UNFSR
NEGOTIATION, PLUS PENDING US LEGISLATION ON MFN, AND
IMPORTANCE AVOIDING ANY RELATIVELY SMALL DISPUTES WHICH
COULD BE EXAGGERATED OUT OF PROPORTION IN THE PRESS.
IGNAT'YEV AGREED, SAID ONLY THAT HE WOULD SEE WHAT HE COULD DO.

4. EMBASSY COMMENT: IF DEPARTMENT HAS NO OBJECTIONS, WE
SUGGEST THAT EMBASSY MAKE INFORMAL, LOW-KEY APPROACH ALONG
LINES PARA THREE TO VNESHTORGBANK VICE PRESIDENT NIKITKIN
AFTER HE RETURNS TO MOSCOW FROM THE US, WHICH WE UNDERSTAND
WILL BE SOON. ALTHOUGH DIFFICULT TO JUDGE WHETHER SUCH
APPROACH WOULD BE SUCCESSFUL, IT MIGHT AT LEAST GET DISPUTE
OFF DEAD CENTER WHERE IT NOW APPEARS TO BE.
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